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Dear ,

Each day, people from all walks of life face the challenge of reaching agreements with their clients, peers, bosses, employees, friends and family members. The term *negotiation* implies a hard sell, where one party benefits more than the other. Please check out our Forum Spotlight below focusing on our Leading Negotiations Forum, where we assist participants in *creating win-win discussions and building long-term business relationships*.

Below, we share an article from Inc. that highlights an interesting way to help maximize value created during the negotiation process.

If you'd like assistance in building a leadership development plan for your organization, please contact [Venita Wilkes](#), Forum Director.

We hope you enjoy your summer!

Best regards,
The Anderson Center Team

FEATURED ARTICLE

Food: The Secret Ingredient to Great Negotiations
by Elizabeth MacBridey, Inc.

When people are negotiating a deal, they typically have a meal together. Sharing a meal seems a gesture of goodwill; after all, who's going to fight over sushi?

You might suppose that negotiating while eating can only help bring good deals to fruition. But not so fast. While such thinking propels lunchtime scenes everywhere, from New York's Four Seasons to the Chateau Marmont in Los Angeles, new research from Stanford Graduate School of Business calls it into question.

Professor Margaret Neale and doctoral student Peter Belmi have found that sharing food can create more valuable deals in competitive negotiations. But in situations that are cooperative, such as when the two parties are friends, meal sharing can reduce the overall value of the deal. I spoke with Neale and Belmi to learn more. [Read on.](#)

Upcoming Forums

7 Habits for Managers Forum

June 23-25, 2014 at Gainey Center in Owatonna

Leading Negotiations Forum

July 14-16, 2014, at River's Edge in St. Cloud

Finance Forum

August 11-13, 2014 at River's Edge in St. Cloud

Managers' Forum

September 8-12, 2014 at Madden's in Brainerd

LEAD 2014

September 10, 2014 at College of St. Benedict in St. Joseph

Speakers Forum

September 11, 2014 at River's Edge in St. Cloud

Leadership Forum

September 22-24, 2014 at Madden's in Brainerd

Governance Forum

October 7-9, 2014 at Madden's in Brainerd

A 12-Month Rolling Calendar of Forum offerings is available on our [website](#).



Click [here](#) for more information about Brig. Gen. Dohrmann. To reserve a table for the September 2014 Speakers Forum event, contact [Sydney](#)

FORUM SPOTLIGHT



Leading Negotiations Forum

Who would benefit?

- Those looking to create win-win results and build positive long-term business relationships with clients, vendors, employees, peers, bosses, etc.

What are the major objectives of the Forum?

- To complete a confidential self-analysis of your personal negotiating style.
- To introduce negotiating tools for application in subsequent real-world negotiation situations.
- To practice negotiating through real-world case studies and role plays and debrief together.

When and where?

- Monday, July 14 - Wednesday, July 16
- River's Edge Convention Center, St. Cloud

To learn more about the Leading Negotiations Forum, or to reserve a spot, click [here](#).

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ROUNDTABLE MEMBERSHIP

Anderson Center Roundtable Clients are companies who are committed to leadership development within their organizations, and who see the Anderson Center as a preferred provider for leadership and management development services.

If you're interested in learning more about Roundtable Membership and the benefits included, contact [Venita Wilkes](#).

"The most important thing in communication is hearing what isn't said."

Peter Drucker